



The price of change

Finding the money for action on sustainability



EQUANS Group

EQUANS is a market leader in the sector with 74,000 employees, leveraging 200 years of expertise, with revenues of €12 billion, EQUANS is present in 17 countries

EQUANS purpose is to Empower Transitions

Energy Transition

To minimize your carbon footprint

Industry Transition

To optimise your productivity and contribute to reindustrialise territories



Digital Transition

To connect, collect, and analyse data to create value



Agenda

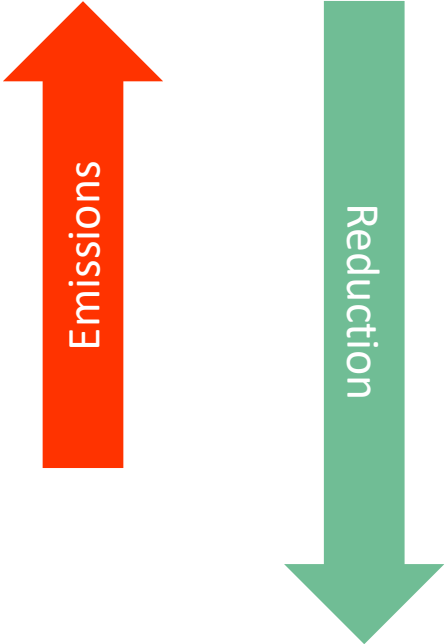
1. Net Zero
2. Achieving & funding your ambitions



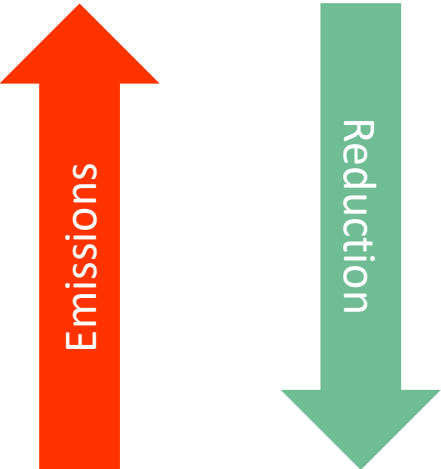
NET ZERO

Net Zero

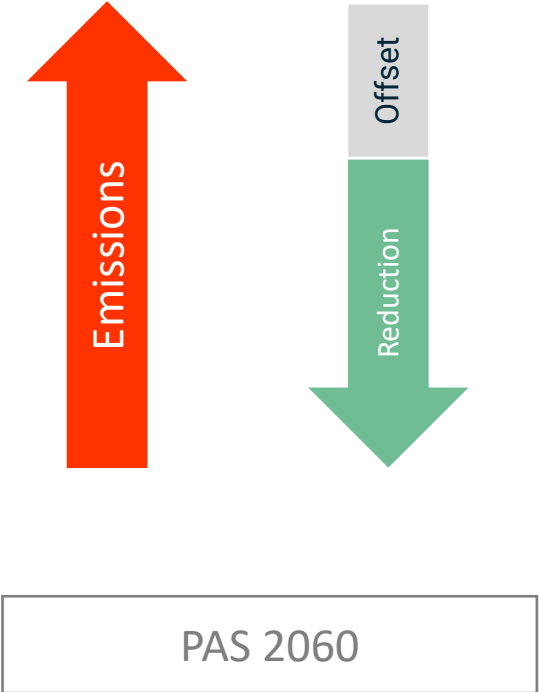
Carbon Negative



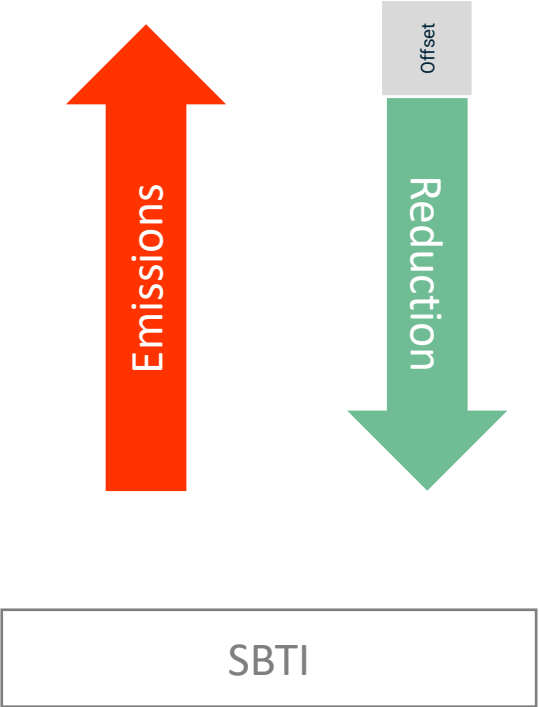
Zero Carbon



Carbon Neutrality



Net Zero

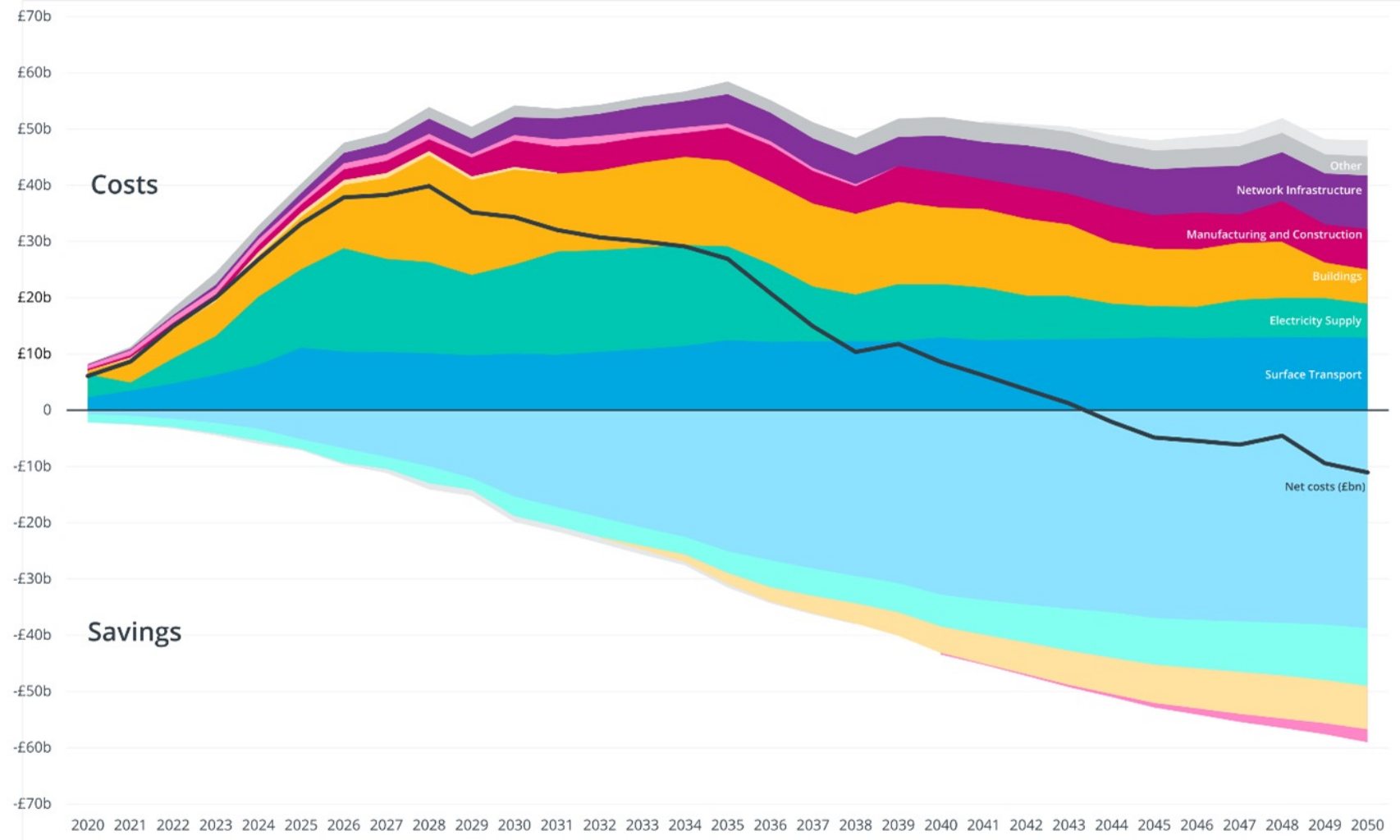


Net Zero Costs

Costs
£(1.4) tn
by 2050

Savings
£1.1 tn
by 2050

Net
£0.37 bn
by 2050



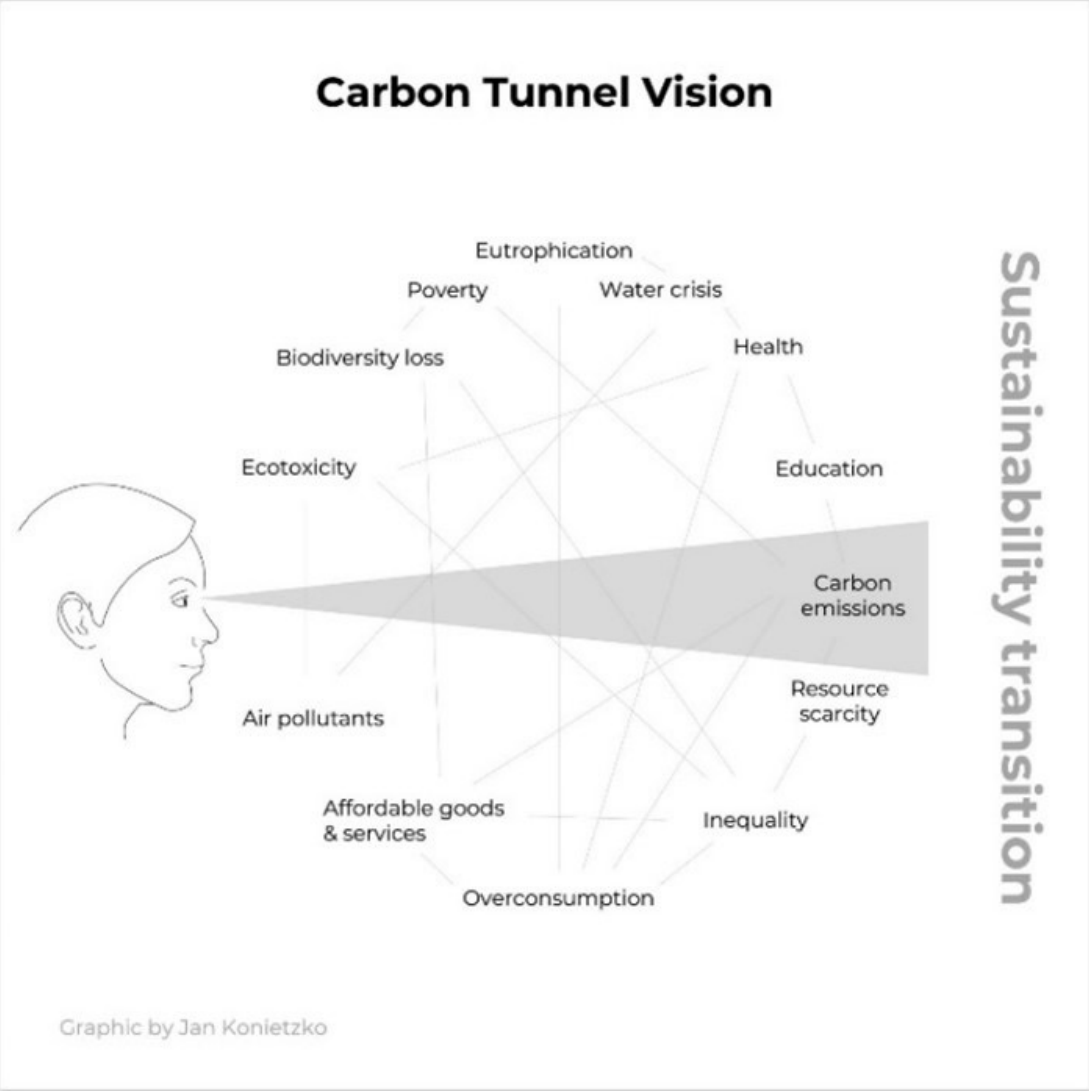
Source: Climate Change Committee, *The Sixth Carbon Budget - Dataset*, 9 December 2020

Note: Darker colours represent CAPEX, lighter colours represent OPEX. Values are a three-year rolling average of in-year costs.

"Other" includes: aviation, shipping, LULUCF, agriculture, removals, waste and F-gases. Costs of electricity are included in the energy supply sector, other low-carbon fuels such as hydrogen and bioenergy are included in the respective sectors which use those fuels.



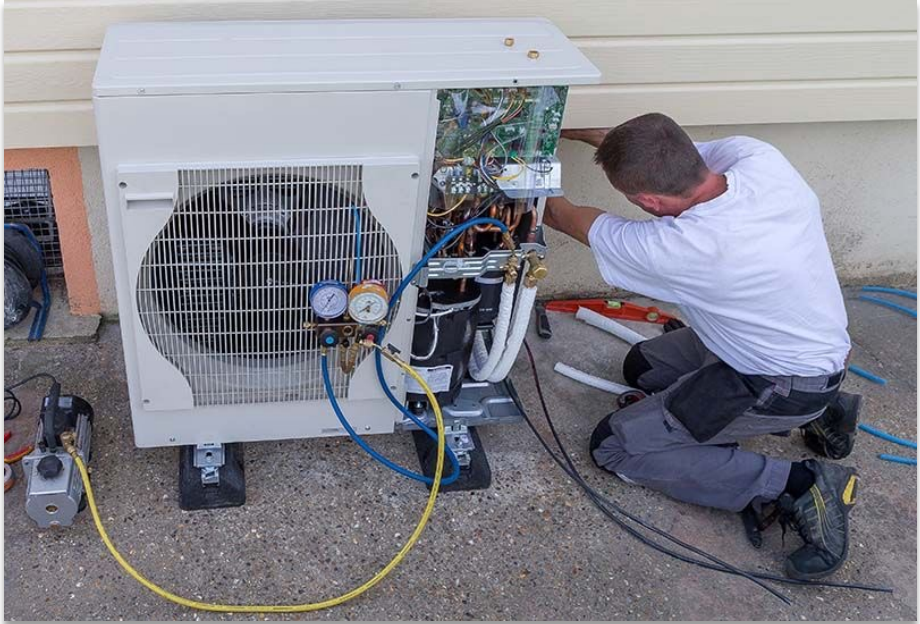
A Net Zero world



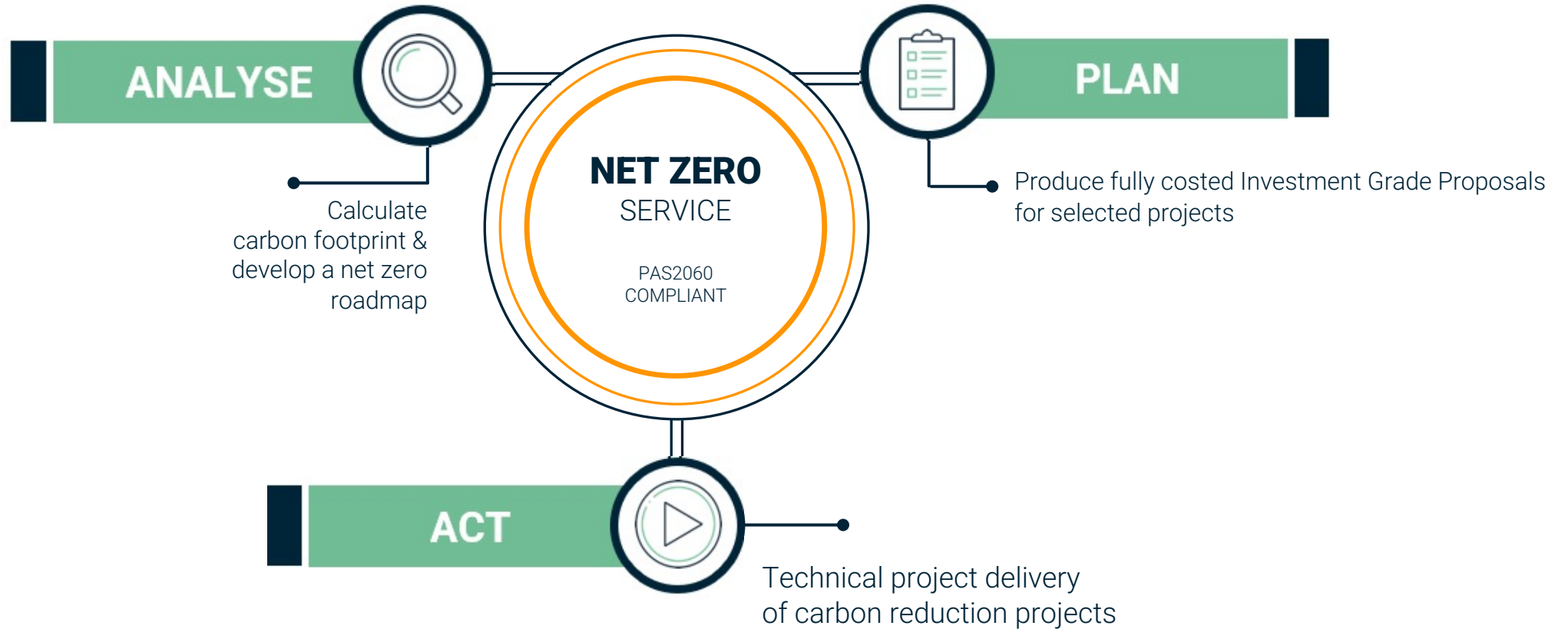


ACHIEVING & FUNDING YOUR NET ZERO AMBITIONS

Ambition

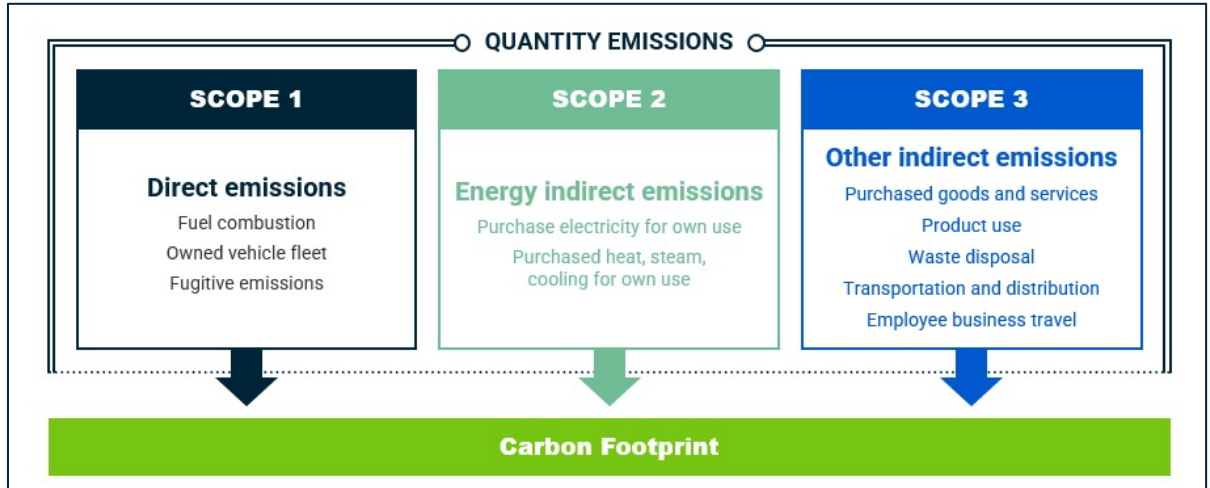


Our approach to help you achieve Net Zero

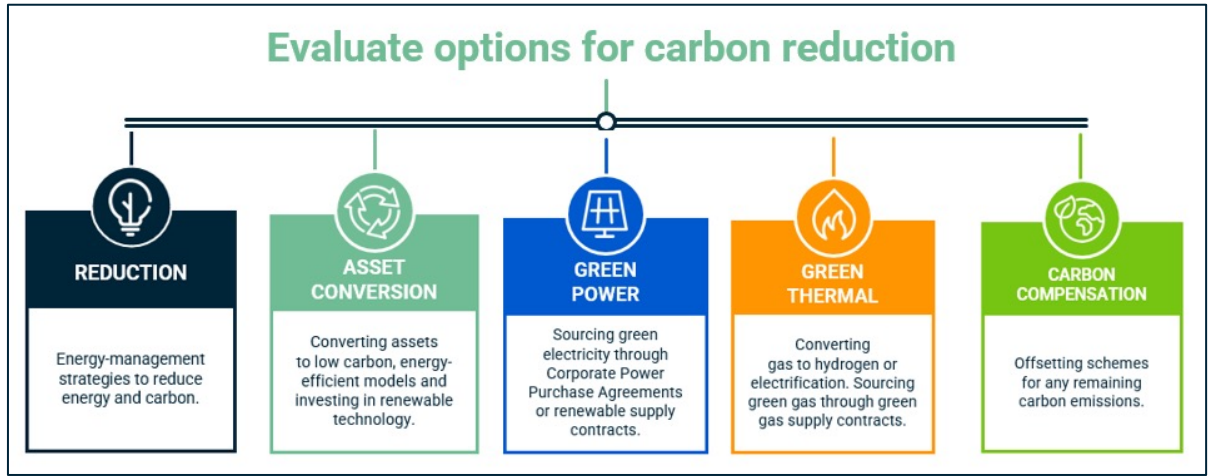


ANALYSE

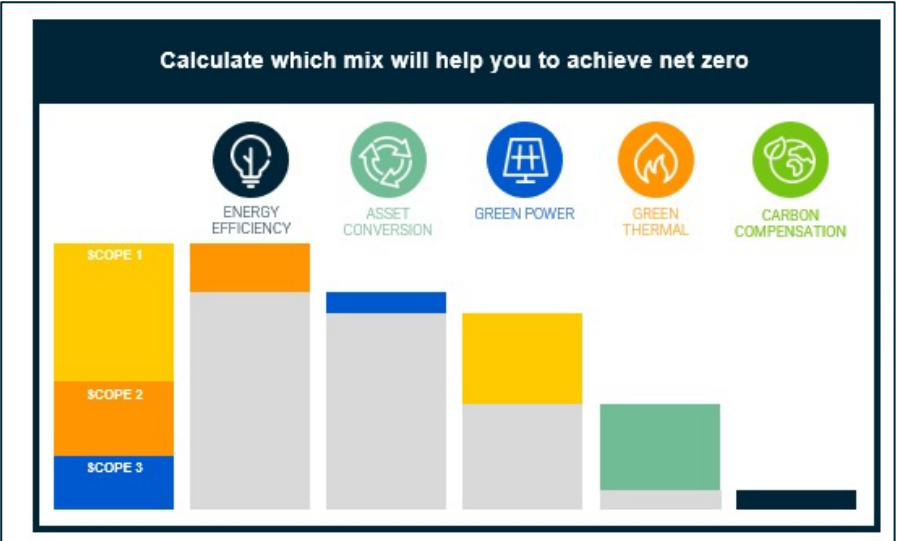
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2



3



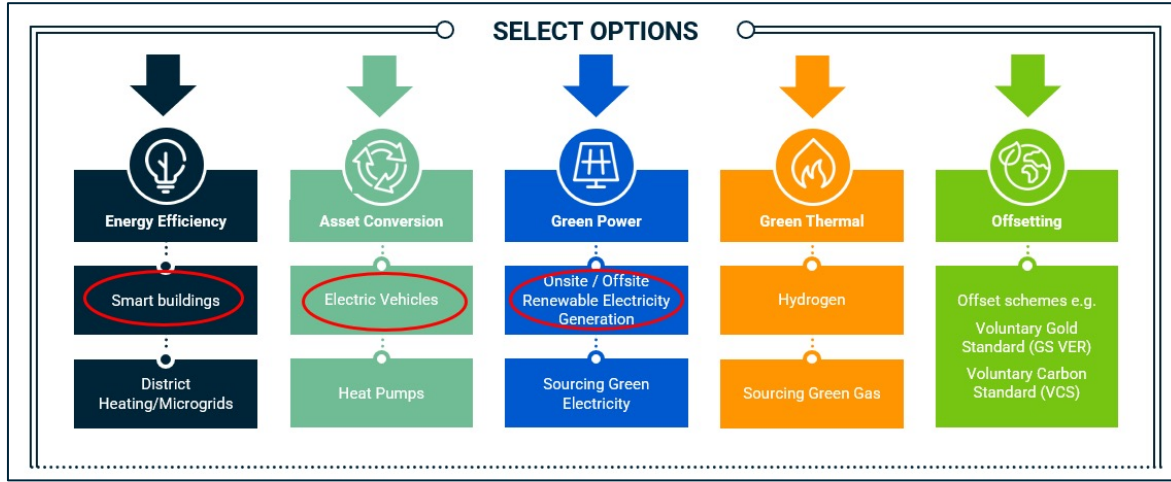
Produce your Net Zero Roadmap

Costs of net zero measures

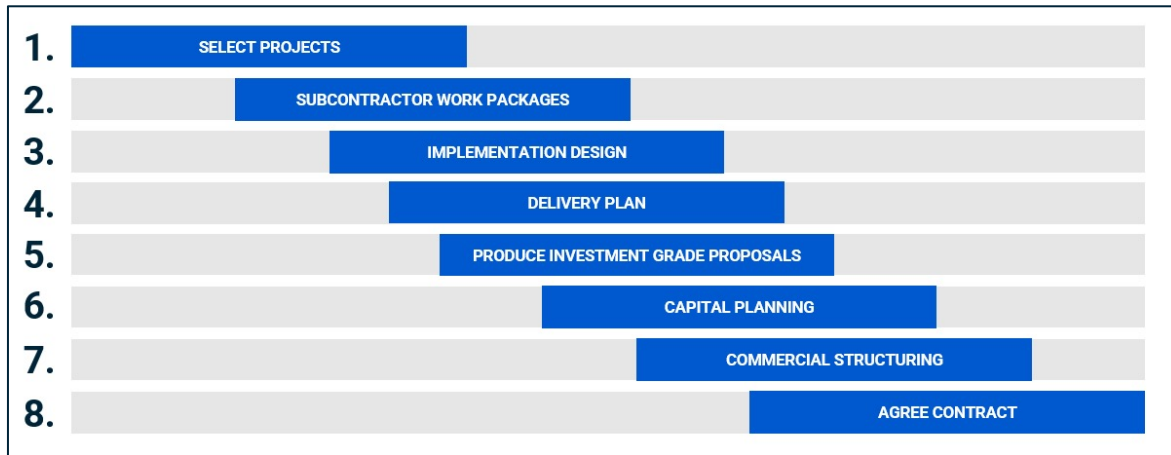


PLAN

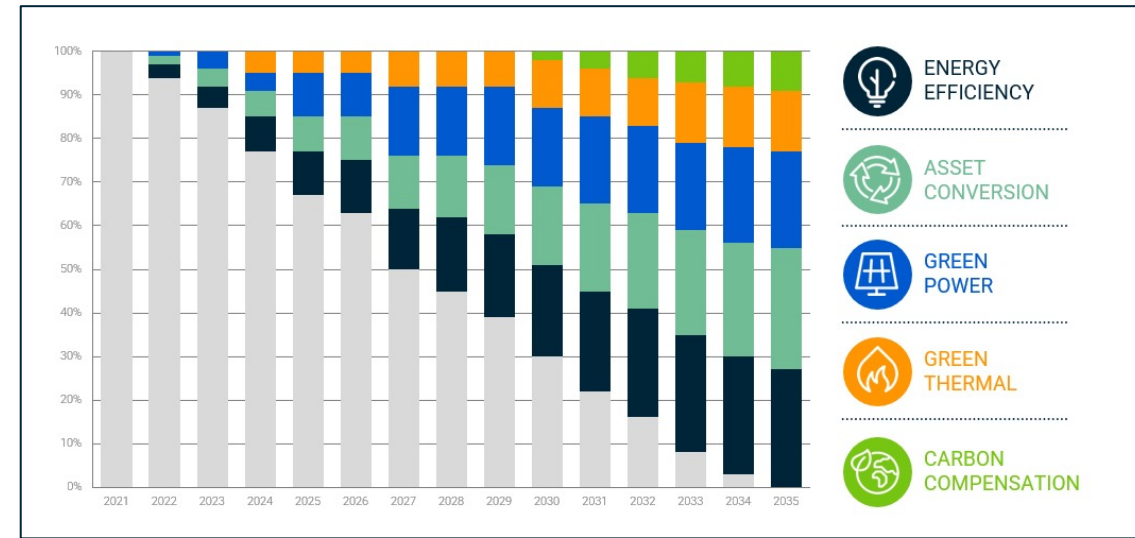
1



2



3



Produce your Net Zero Business Plan

Phasing of net zero projects



No regret measures

Behavioural change and traditional energy efficiency measures which reduce energy costs as well as carbon .

Remove fossil fuel in heating and vehicles

Resize heat solutions to reflect new demand before implementing new heat technology. Assess future EV deployment to determine charge poing demand.

Upgrades to heating distribution systems

New heat sources may require improvements to local heat distribution or networks

Assess potential network constraints

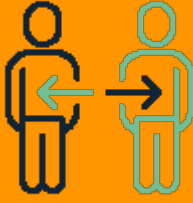


Additional capacity to support EVs and het pump loads may need an upgrade

Renewable generation

Consider onsite or local renewable generation, demand management or battery storage

Structuring options



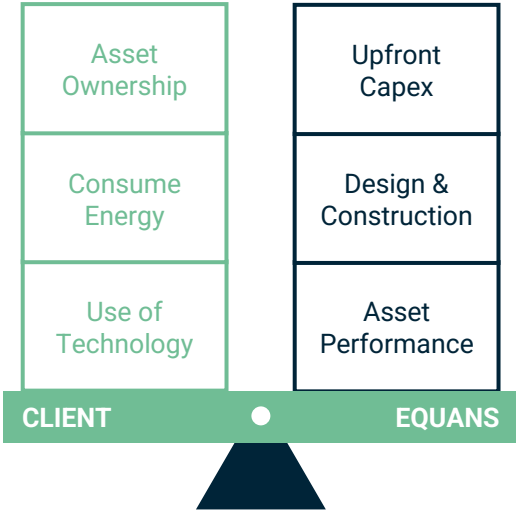
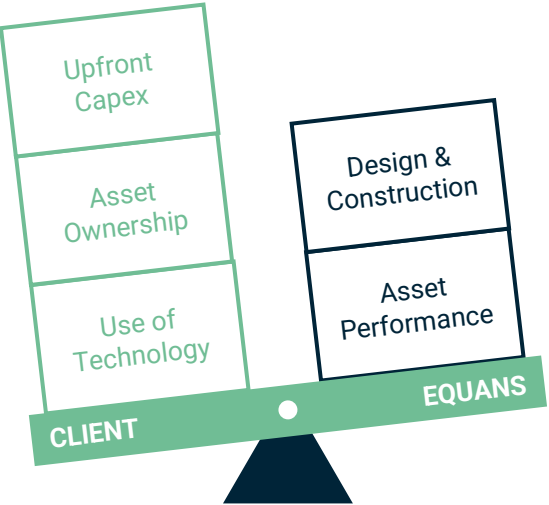
Project activity (e.g.)			
Asset Ownership	Retained Control	Tailored Control	Trusted Control
Asset Finance	Client owned	Client owned	EQUANS owned
Performance Obligation	Client financing	Joint financing	EQUANS financed
Balance Sheet	Manufacturer	Output guarantee	Full risk transfer
Energy Procurement	Structured for on	No requirements	Structured for off
Operation & Maintenance	Wholesale market access	Energy price hedging	100% managed service
	In-house	Mixed	Onsite risk transfer

Financing options

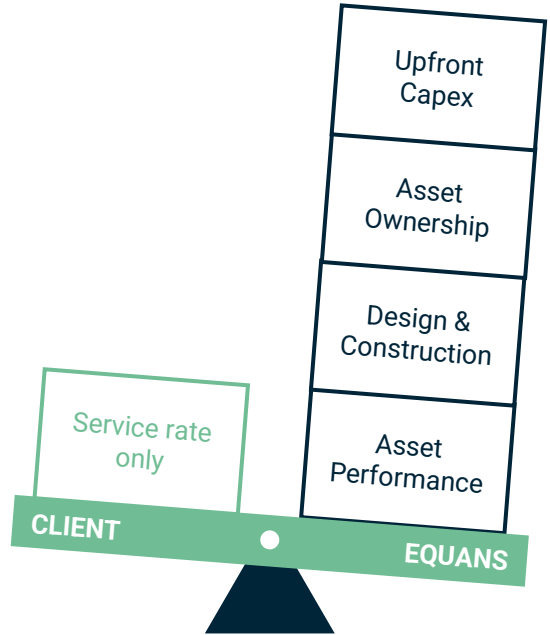


OPTION 2 Energy Performance Contract (EPC)

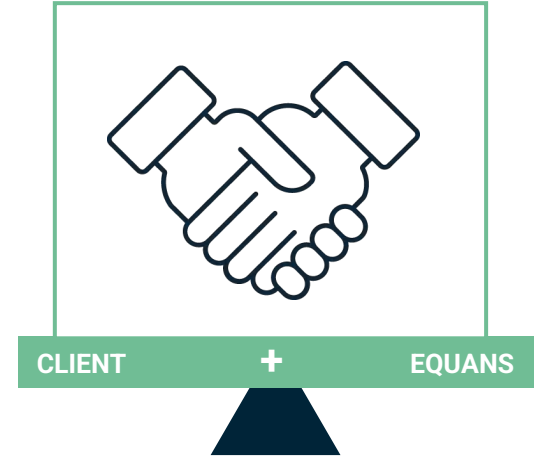
OPTION 1 Design, Build, Operate



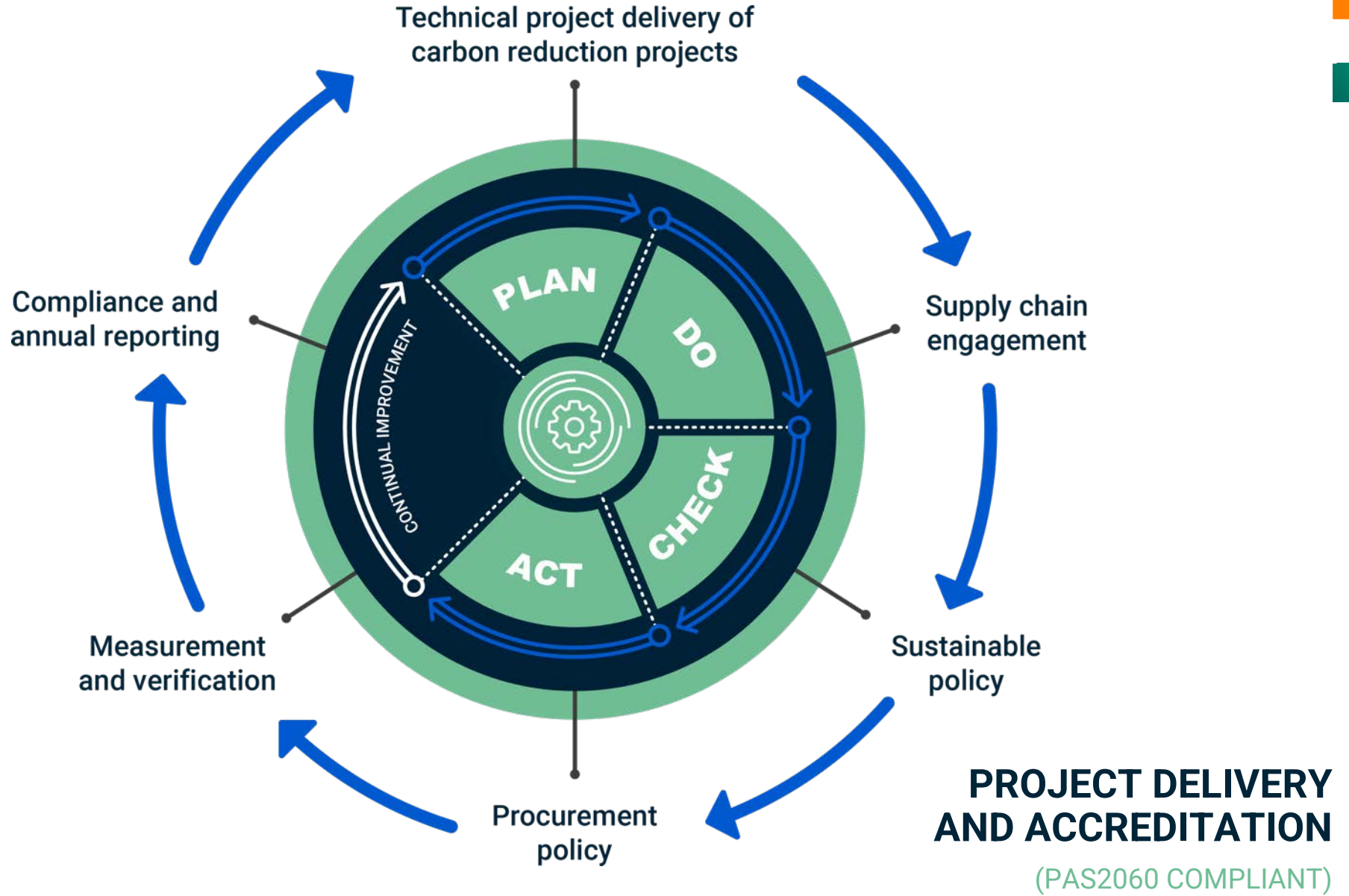
OPTION 3 As a Service



OPTION 4 Bespoke



ACT



Conclusion

Bring community with you

Employee engagement is key

Think about supply chain

Training & development

Set realistic targets

Follow the correct process to avoid spending more than you need



Contact



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